

GUILD LIVING

SUMMARY



Planning Appeal Ref: APP/P3610/W/21/3272074 (APPEAL A) and
APP/P3610/W/21/3276483 (APPEAL B)

Senior Living Urban (Epsom) Limited

Epsom Hospital Site, Dorking Road, Epsom, KT18 7EG

Matthew Serginson BEng MRICS – Development Director, Guild Living

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1. Introduction

- 1.1. My name is Matthew Serginson BENG (Hons) MRICS, Development Director for Guild Living who, in partnership with Legal and General, are a developer and operator of Extra Care communities.
- 1.2. This document is a summary of the Guild Living Proof of Evidence.

2. The Appellant

- 2.1. Senior Living Urban (Epsom) Limited, the “Appellant” for the Proposed Development, is a wholly owned subsidiary of Legal and General Later Living Limited (“LGLL”), who is ultimately a subsidiary of Legal and General (“L&G”).
- 2.2. L&G are one of the world’s largest insurers and a global top 20 asset manager that manages more than £1.2 trillion of assets, serves 9.5 million customers in the UK and pays more than 1 million pensioners monthly.
- 2.3. LGLL has established two businesses in the later living sector:
 - Inspired Villages (“IV”), established in 2017 with a focus on suburban Extra Care development, operating six later living communities across the UK. There are four villages under construction and a further two will commence construction in 2021, with 21 sites secured in the portfolio¹.
 - Guild Living, established in 2018 which is developing four sites to provide urban later living schemes.

3. Guild Living

- 3.1. The Appellant is represented by Guild Living, with the parties working in partnership to deliver the Proposed Development.
- 3.2. Guild Living provide Extra Care housing for older people with a focus on delivering innovative ways to live independently in the heart of towns and cities.
- 3.3. Four urban sites have been acquired including Epsom, with further development in Walton-on-Thames, Uxbridge and Bath.
- 3.4. The portfolio will contain over 1,000 units that will be further supplemented by a pipeline of new acquisitions.

¹ IV Figures correct as at July 2021.

4. Extra Care, C2 Use Class

- 4.1. The Proposed Development comprises housing-with-care or 'Extra Care', being classified based on age restriction, level of communal amenities, and the availability of 24-hour support and care services provided into residents' own homes by a CQC registered domiciliary care provider based on site.

5. The Guild Living Model

- 5.1. Guild Living has very clear target site characteristics ensuring that sites acquired are in urban, town and city centre locations with strong demand.
- 5.2. The Appeal Site meets the key criteria and represents an excellent location to support the Proposed Development and use. The site benefits from strong underlying need and good local financial demographics within the catchment area.
- 5.3. The Appellant acquired the Appeal Site in two parcels. The initial acquisition in March 2019 was of part of the freehold title of the hospital site.
- 5.4. The remainder of the land forming the Appeal Site (the "St Kilda Trust Site") was acquired from St Kilda NHS Trust in November 2020 (See Figure 1 for Title Overlay which shows the extent of the land acquired including the proposed buildings outlined in blue, with the Hospital Site identified as Plot 2A).

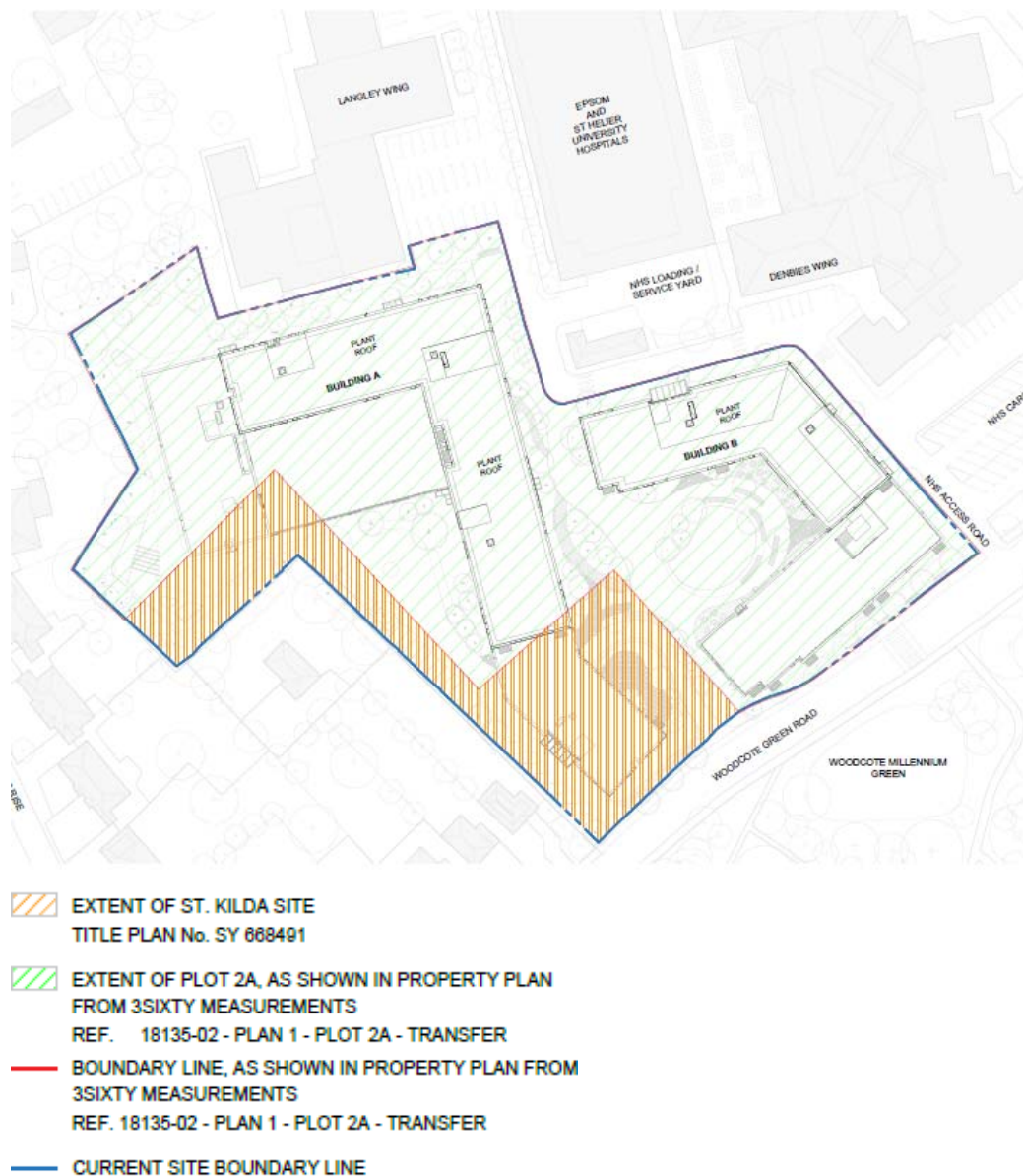


Figure 1; Title Plan Overlay

5.5. Hospital Site

- 5.5.1. The land disposal means a more efficient use of the space and land, unlocking in excess of £15 million for investment into existing buildings at Epsom Hospital and results in building a new facility for their clinical administrative support staff working at Epsom.
- 5.5.2. The investments that were part funded from the land sale and are completed include a range of construction, refurbishment and upgrade works.
- 5.5.3. It was important for the Trust that a purchaser was selected that came forward with a proposal that was complementary to the clinical

services provided by the Trust. The Proposed Development was selected not only on price but because the Proposed Development matched a number of the requirements of the trust including;

- Overnight beds which can be used as a 'step down' facility.
- Ground floor facilities that are open to the Trust staff and the local community

6. The Proposed Development

- 6.1. The Proposed Development as described in full within the draft Statement of Common Ground consists of 339 (Appeal A) or 305 (Appeal B) Extra Care units along with 24 Key Worker Units, extensive communal facilities, landscaping, and public realm.
- 6.2. Residents can occupy either a Guild Living Residence ("GLR"), Guild Care Residence ("GCR") or Guild Care Suite ("GCS") extra care unit through private ownership and market rent models.
- 6.3. Each unit will require occupancy requirements to be met, including the provision of a minimum level of care. Care will be delivered on site by a care provider registered with the CQC.
- 6.4. This combination of urban living, with the wrap around availability of up to 24-hour care, provides a unique opportunity to ensure older people remain within their homes, in the heart of the town and community, continuing to benefit from everything a town centre has to offer, while receiving health and wellbeing care and delivering benefits to the NHS.
- 6.5. The Proposed Development provides services and ancillary facilities for the benefit of the residents and the wider local community.
- 6.6. The café and restaurant would be open to the public. The gym and wellness centre would be accessible to the public through membership.
- 6.7. The nursery is located adjacent to the restaurant and café, facing on to the central plaza.

7. The Benefits of the Extra Care Model

Need

- 7.1. The need for extra care housing is demonstrated by this Appeal and it is agreed in the LPA that there is currently an unmet need for extra care housing in the borough.

Employment

7.2. The Proposed Development will provide a mix of employment opportunities in the town centre. It is forecast that the Extra Care proposals will support 60 direct jobs once operational for Scheme A, and 55 jobs once operational for Scheme B.

Construction Jobs

7.3. Construction investment for Scheme A (£124.4 million) and Scheme B (£105.3 million) creates and sustains long terms jobs and economic benefit.

NHS and Social Care

7.4. Aston Research Centre for Healthy Ageing and the Extra Care Charitable Trust in April 2015 found that Extra Care housing provides positive impacts for health ageing which result in measurable health and social care cost savings to the NHS.

7.5. The key findings identified in the report were that:

- People living in care communities will spend 1-2 days in hospital per year compared to the average for older people living in their own homes of 8-14 days
- A 46% reduction in residents' routine or regular GP appointments.
- A significant reduction in the duration of unplanned hospital admissions

Freeing up family housing

7.6. The delivery of Extra Care proposals frees up under-occupied family homes which support the wider housing economy.

Additional benefits of the Proposed Development

7.7. The Proposed Development offers the opportunity to regenerate a strategic site to create a new area of productive and attractive townscape with high quality buildings and new public realm.

7.8. Sustainability is at the core of L&G's strategic objectives; the Proposed Development will be Operational Net Carbon Zero from the day it opens in line with the commitment that all Legal and General homes will be net zero carbon enabled by 2030.

8. Conclusion

- 8.1. Guild Living, in partnership with the Appellant, provides a depth of global experience in the design, delivery and operation of Extra Care Communities.
- 8.2. The Proposed Development represents two schemes both with a primary mission to enable residents to live healthier lives resulting in longer periods of happiness, fulfilment and independence.
- 8.3. The urban location provides choice to prospective purchasers within the Extra Care market, enabling them to live within urban settings and the opportunity for residents to benefit from town centre amenities, whilst meeting their care needs.
- 8.4. These proposals are cohesively designed with the communal facilities accessible to the public which are outwardly facing to enable the public to use the facilities and support integrating the Guild Living community as an active part of the existing community.
- 8.5. The Proposed Development also delivers a nursery and 24 Key worker units which support a vibrant mix of uses and providing opportunities for inter-generational activity.
- 8.6. The Proposed Development is made up of C2 Extra Care units which are purpose designed for the Extra Care market to enable independent living whilst meeting the personal care needs of the residents, which is met through the CQC regulated domiciliary care provider.
- 8.7. The assessment of the Appeal Site characteristics, the need for Extra Care units within the catchment, and the opportunities associated with the Proposed Development delivers an overall offer that we believe will be attractive to prospective purchasers.
- 8.8. Ultimately, the Proposed Development is purposefully designed to integrate within its urban context and meet the needs of prospective purchasers.
- 8.9. The Proposed Development will enable the delivery of the direct benefits that are secured by those who move into the scheme as well as delivering the additional benefits achieved through lessening the impact on the NHS and local health services, and freeing up local family housing.